

EXHIBIT C CANTEEN VENDING SERVICES PROPOSAL

## Vending Services Proposal

**City of Seattle**

**Department of Parks and Recreation**

February 2011

**CANTEEN,**  
11410 Beverly Park Rd  
Everett, WA 98204

Greetings!

We at Canteen Vending are pleased to have had the opportunity to serve Seattle Parks since our acquisition of Summit Vending last May. In particular we're thankful for the helpfulness shown by Department staff and their patience as we encountered a few hurdles early in our partnership. We've prepared what we believe is a great solution in response to your RFP and very much appreciate your consideration. Here are a few key differentiators we hope you'll appreciate-

We believe that a quick review of commissions paid before and after the transition will demonstrate the seriousness with which we approach the financial agreements we make. **Simply put, no other vending organization in our market offers greater transparency and integrity in honoring its commission payment responsibilities.**

We recently finished a conversion to managing our product selections by SKU (stock-keeping unit), enabling sales tracking for every product in each of our machines and custom merchandising at the individual machine level. Going forward, we will be able to access sales data from your locations as well as similar accounts throughout the Northwest and pick the very best selling products to merchandise in your snack and beverage vendors based on sophisticated analytics. We expect a solid 10-20% sales lift- Early results have been nothing short of remarkable.

Our route drivers are Teamsters who earn very competitive wages and great benefit packages including health insurance, pension, profit sharing and vacations. Many of our competitors offer no benefits whatsoever. We believe in maintaining a mutually respectful, positive work environment where morale is high and turnover low. Happy people = happy customers!

Thank you for your consideration. We look forward to serving Seattle Parks for years to come.

Sincerely,

John Connolly

District General Manager

**REQUEST FOR PROPOSALS (RFP)  
VENDING SERVICES**

### SECTION 3

#### RFP QUESTIONNAIRE

Please note that this section of the RFP must be returned as the basis for your Proposal

Return all the pages contained in this Questionnaire in the exact order they are contained herein. Insert additional pages to clarify your responses as necessary immediately after the Questionnaire page.

Please be certain to complete, sign and enclose the financial proposal form.

Please note that this section of the RFP must be returned as the basis for your Proposal.

1. LEGAL NAME OF ORGANIZATION, FIRM, LLC, INDIVIDUAL OR PARTNERSHIP  
~~SUBMITTING THIS RFP:~~ \_\_\_\_\_

2. ADDRESS OF THE PROPOSER'S PRINCIPAL PLACE OF BUSINESS:  
 Address: \_\_\_\_\_ City: \_\_\_\_\_  
 \_\_\_\_\_ State: \_\_\_\_\_

3. ADDRESS OF THE PROPOSER'S SEATTLE AREA LOCATION THAT WILL BE THE BASE  
 OF SERVICES FOR THE SERVICES CONTAINED IN THIS PROPOSAL:  
 Address: \_\_\_\_\_  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

4. THE PERSON ON YOUR STAFF WHO WILL BE THE PRIMARY CONTACT FOR THIS  
 RFP: Name: \_\_\_\_\_ Title: \_\_\_\_\_  
 Phone: \_\_\_\_\_ Email address: \_\_\_\_\_  
 Address (If Different): \_\_\_\_\_  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

5. PROPOSED CONCESSION SERVICES. A. Provide descriptions, drawing, pictures  
 and/or specifications for the proposed vending equipment.

Provide product name, portion size and selling price for all vended items in accordance to the DPR  
 Health standards referenced in Section III, B of the Sample Agreement.

Clearly indicate these products using the following format:

MENU ITEM	PORTION SIZE	PRICE	DESCRIPTION
_____	_____	\$____.____	_____
_____	_____	\$____.____	_____
_____	_____	\$____.____	_____
_____	_____	\$____.____	_____
_____	_____	\$____.____	_____
_____	_____	\$____.____	_____
_____	_____	\$____.____	_____

**1. LEGAL NAME OF ORGANIZATION**

Canteen Vending, division of Compass Group, North American Division

**2. PRINCIPAL PLACE OF BUSINESS**

2400 Yorkmont Road  
Charlotte, NC 28216

**3. LOCATION PROVIDING SERVICES**

11410 Beverly Park Road  
Everett, WA 98204

**4. PRIMARY CONTACT**

John Connolly  
District General Manager  
(425)290-6767

[John.connolly@compass-usa.com](mailto:John.connolly@compass-usa.com)

**5. PROPOSED CONCESSION SERVICES**

A. Equipment

As the incumbent vendor, Canteen recognizes that some of the equipment currently deployed is either no longer visually appealing or as reliable as would be desirable. Thus, we will replace all beverage machines with new or "as new" units, and would simultaneously reface or replace any other machines as needed to improve their visual appeal and minimize service outages. Locations with high volumes will receive new, higher capacity machines to reduce out-of-stocks, provide a greater range of selections, and improve sales.

In doing so, we will ensure all equipment provided is Energy Star rated or equipped with Energy Misers per the Department's requirements. To the extent possible, we will also deploy equipment using LED rather than florescent or incandescent lighting, to further maximize energy efficiency.

A recent innovation in our industry is the advent of cellular-based credit/debit card reader technology. As the average customer is less likely to carry cash than ever before, the ability to handle card-based transactions significantly enhances customer satisfaction while adding as much as 15% in incremental sales. Fully compliant with PCI (Payment Card Industry) requirements, our card readers will work anywhere with good cellular coverage.

Canteen will install readers in all machines with monthly volumes of three hundred dollars or more and unlike most of our competitors we do not add any usage fees to the end user. We will work with the Parks Department on other credit card reader placements that may be requested.

## B. Products

Following is a listing of products we carry which meet or exceed the Department's criteria. We've added a column indicating whether each product meets the Healthier or Healthiest standard, or is exempt. We strongly support the Department's health goals and will develop planograms which provide a broad range of product choices. We will happily work with individual sites to ensure our offerings meet the needs of each locale.

Fortunately, a "healthy revolution" of sorts has occurred in recent years leading to a much broader range of healthful products available to our industry than ever before. Canteen is proud to be a leader in bringing healthy products to vending and has been at the forefront of this shift for over a decade.

Several items listed (dried fruit, for example) are more costly than others and typically are found at premium at stores such as Whole Foods or Starbucks. We've priced these items in line with other retailers of premium natural products. If the Department prefers lower prices, we're happy to negotiate pricing and commissions rates which meet its goals.

It appeared that herb-infused products were disallowed. We assumed this was to exclude tea-based items. There are a number of great organic tea-based items available which we'd like to offer if allowable. If not, we'll certainly exclude them.

In keeping with the Department's criteria that juice containers be limited to six ounces, we included only one line of products (Welches) that exceeds the standard (5 oz can). There are many other lines available in small portions, some of which present vending challenges due to packaging. Should we be selected, we will work with the Department to ensure acceptable, attractive juice products are provided. As a guide, we have targeted pricing at or below current convenience store pricing in the Seattle market, and, of course, no sales tax is added to the price of vended items.

**Snack Items:**

Menu Item	Ounces	Grams	Price	Criteria	Fat (g)	Carb (g)	Description
100 Calorie Chips Ahoy Thin Crisps	.81 oz		1.00	healthiest	3	18	Low cal snack
100 Calorie Oreo Thins	.81 oz		1.00	healthiest	2	19	Low cal snack
100 Calorie Pack Cheese Nips Thin Crisps	.74 oz		1.00	healthiest	3	15	Low cal snack
100 Calorie Pack Honey Maid Cinnamon Crisps	.74 oz		1.00	healthiest	3	16	Low cal snack
100 Calorie Pack Planters's PB Cookie Crisps	.81 oz		1.00	healthiest	3	17	Low cal snack
100 Calorie Ritz Snack Mix	.77 oz		1.00	healthiest	3	16	Low cal snack
ATHENOS Baked Pita Chips Garlic & Herb	1.5 oz	42.5 g	1.00	healthiest	0	29	Baked
ATHENOS Baked Pita Chips Whole Wheat	1.5 oz	42.5 g	1.00	healthiest	0	29	Baked
Baked Cheetos Crunchy	.875 oz	24.81	1.00	healthier	4.5	17	Baked
Baked Cheetos Flamin Hot	.875 oz	24.81	1.00	healthier	4.5	17	Baked
Baked Lays BBQ	1.125 oz	31.89	1.00	healthier	3.5	25	Baked
Baked Lays Cheddar Sour Cream	1.125 oz	31.89	1.00	healthier	4	25	Baked
Baked Lays Doritos Nacho Cheese	1.375 oz	38.98	1.00	healthier	5	29	Baked
Baked Lays Regular	1.125 oz	31.89	1.00	healthiest	1.5	26	Baked
Baked Lays Sour Cream and Onion	1.125 oz	31.89	1.00	healthiest	3	24	Baked
Barnum's Animals Crackers	1 oz		1.00	healthier	3.5	22	Baked
Blue Diamond Almonds	1.5 oz	43	1.00	exempt			Salted
CLIF Z Bar Chocolate Chip	1.27 oz		1.25	healthier	4	24	Bar
Fat Free Fig Newton's	2.1 oz		1.00	healthiest	0	22	Bar
Fiber One Bar/Oats and Chocolate	1.4 oz		1.00	healthier	4.0	29	Bar
Fig Newton's	2 oz		1.00	healthier	4	39	Bar
Honey Maid Cinnamon Sticks	1.75 oz		1.00	healthier	4.5	40	Low cal snack
Jack Link's Beef Jerky- Hickory	1 oz	28	1.50	healthiest	1	5	High protein/low fat
Jack Link's Beef Jerky- Jalapeno	1 oz	28	1.50	healthiest	1	5	High protein/low fat
Jack Link's Beef Jerky- KC Masterpiece	1 oz	28	1.50	healthiest	1	8	High protein/low fat
Jack Link's Beef Jerky- Original	1 oz	28	1.50	healthiest	1	5	High protein/low fat
Jack Link's Beef Jerky- Peppered	1 oz	28	1.50	healthiest	1	4	High protein/low fat
Jack Link's Beef Jerky- Sweet Thai	1 oz	28	1.50	healthiest	1	6	High protein/low fat
Jack Link's Beef Jerky- Sweet/Hot	1 oz	28	1.50	healthiest	1	5	High protein/low fat
Jack Link's Beef Jerky- Teriyaki	1 oz	28	1.50	healthiest	1	5	High protein/low fat
Kashi Granola Bar- Cherry Dark Chocolate	1.2 oz	35	1.25	healthiest	2	24	Bar
Kashi Granola Bar- Honey Almond Flax	1.2 oz	35	1.25	healthier	5	19	Bar
Kashi Granola Bar- Peanut Peanut Butter	1.2 oz	35	1.25	healthier	5	19	Bar
Kashi Granola Bar- Trail Mix	1.2 oz	35	1.25	healthier	5	20	Bar
Mango Pineapple Trail Mix (Unsalted)	1.5 oz	43	1.00	exempt	7	27	Dried Fruit with nuts
Mr Nature- Raisins	1 oz		1.00	exempt	0	20	Dried fruit
Mr Nature- Selected Fruit Mix	2 oz		1.5	exempt	1	23	Dried fruit
Mr Nature- Unsalted Trail Mix	1.1 oz		1.00	exempt	7	14	Dried Fruit with nuts
Mr Nature- Unsalted Trail Mix	2 oz		1.5	exempt	6	13	Dried Fruit with nuts
Nabisco Animal Crackers	1 oz		1.00	healthier	4	21	Baked
Nature Valley Granola Bar/Chewy Trail Mix	1.2 oz		1.00	healthier	4	25	Bar
Newton Fruit Crisps - Mixed Berry	1 oz		1.00	healthiest	2	20	Fruit chips

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Newtons Fruit Crisps - Apple Cinnamon	1 oz		1.00	healthiest	2	20	Fruit chips
Nutri-Grain Yogurt Bar- Strawberry	1.3 oz	37	1.00	healthiest	3	26	Bar
Original Trail Mix	1.5 oz	43	1.00	exempt	13	18	Dried Fruit with nuts
Peanuts Salted	1 oz	28	1.00	exempt	15	4	Nuts
Peeled Snacks Organics- Apple to the Core		35	2.00	exempt			Dried Fruit
Peeled Snacks Organics- Apricot-a-lot		41	2.00	exempt			Dried Fruit
Peeled Snacks Organics- Cherry-go-round		42	2.00	exempt			Dried Fruit
Peeled Snacks Organics- Much ado about mango		40	2.00	exempt			Dried Fruit
Peeled Snacks Organics- Raisin Expectations		40	2.00	exempt			Dried Fruit
Pepperidge Farm- 100 Cal Ranch Goldfish	0.75 oz		1.00	healthiest	3	14	Low cal snack
Pepperidge Farm- 100 Calorie Cheddar Goldfish	0.75 oz		1.00	healthiest	3.5	14	Low cal snack
Pepperidge Farm- 100 Calorie Pretzel Goldfish	0.75 oz		1.00	healthiest	1.5	17	Low cal snack
Pirate's Booty	1 oz		1.50	healthier	5	18	Popped
PLANTERS Salted Peanuts	1 oz		1.00	exempt	14	5	nuts
Pop Chips- Barbeque	1 oz	28	1.50	healthier	4	20	Popped, Potato
Pop Chips- Cheddar	1 oz	28	1.50	healthier	4	20	Popped, Potato
Pop Chips- Original	1 oz	28	1.50	healthier	4	20	Popped, Potato
Pop Chips- Parmesan/Garlic	1 oz	28	1.50	healthier	4	20	Popped, Potato
Pop Chips- Salt/Pepper	1 oz	28	1.50	healthier	4	20	Popped, Potato
Pop Chips- Sea Salt/Vinegar	1 oz	28	1.50	healthier	4	20	Popped, Potato
Pop Chips- Sour Cream/Onion	1 oz	28	1.50	healthier	4	20	Popped, Potato
Quaker Breakfast Cookie Oatmeal Raisin	1.7 oz	48.2	1.00	healthier	4.5	33	Cookie
Quaker Chewy 90 Calorie Granola Bar Choc	0.84 oz	23.8	1.00	healthiest	2	19	Bar
Quaker Chewy 90 Calorie Granola Bar Oat/raisin	0.84 oz	23.8	1.00	healthiest	1.5	19	Bar
Quaker Chewy 90 Calorie Granola Bar Peanut	.84 oz	23.8	1.00	healthiest	2	18	Bar
Quaker Chewy 90 Calorie Granola Bar Strawberry	.84 oz	23.8	1.00	healthiest	1.5	19	Bar
Quaker Granola Bar Lowfat Smores	.84 oz	23.8	1.00	healthiest	2	19	Bar
Quaker Oatmeal to Go Bar Apples and Cinn	1.4 oz	39.7	1.00	healthiest	2.5	29	Bar
Quaker Oatmeal to Go Bar Brown Sugar Cinn	1.4 oz	39.7	1.00	healthiest	2.5	29	Bar
Quaker Oatmeal to Go Bar Oatmeal Raisin	1.41 oz	39.69	1.00	healthiest	2.5	29	Bar
Quaker Reduced Sugar Granola Bar Cookies/Crm	.84 oz	23.8	1.00	healthiest	2.5	18	Bar
Quaker Simple Harvest Multigrain Apple	1.23 oz	35.00	1.00	healthiest	3	28	Rice based
Quaker Snack Mix Kids	.875 oz	24.81	1.00	healthier	4	18	Baked
Quakes Rice Cake Mini Cheddar	.67 oz	15	1.00	healthiest	3	14	Rice based
Raisins	1 oz	28	1.00	exempt	0	22	Dried fruit
RF Doritos Cooler Ranch	1 oz	28.35	1.00	healthier	5	19	Reduced fat
RF Doritos Nacho Cheese	1 oz	28.35	1.00	healthier	5	19	Reduced fat
RITZ Toasted Chips - Original	.75 oz		1.00	healthiest	3	15	Low cal snack
Rold Gold Pretzels Heartzels	1 oz	28.35	1.00	healthiest	1	23	Reduced carb
Salted Cashews	1 oz	28	1.00	exempt	14	9	Nuts
Smartfood Reduced Fat White Cheddar Popcorn	7/8 oz	24.8	1.00	healthier	5	15	Popcorn
Snikkiddy Natural Baked Cheddar Fries	1 oz	28	1.00	healthier	4.5	20	Baked
Snikkiddy Natural Baked Southwest Cheddar Fries	1 oz	28	1.00	healthier	4.5	20	Baked
Special K Bar - Blueberry	.81 oz	23	1.00	healthiest	1.5	18	Bar
Special K Bar - Chocolate	.8 oz	22	1.00	healthiest	1.5	17	Bar
Special K Bar - Honey Nut	.77 oz	22	1.00	healthiest	2	16	Bar

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Special K Bar - Strawberry	.81 oz	23	1.00	healthiest	1.5	18	Bar
Special K Bar - Vanilla Crisp	.78 oz	22	1.00	healthiest	1.5	17	Bar
Teddy Grahams Chocolate	.75 oz		1.00	healthiest	3	15	Low cal snack
Teddy Grahams Cinnamon	1 oz		1.00	healthier	4	21	Low cal snack
Whole Earth Kettle Corn	1 oz	28	1.00	healthier	5	19	Organic

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**Beverage Items:**

Menu Item	Ounce	Servings	Cal/srvg	Price	Description
Darigold Fat Free Milk	8	1	n/a	1.25	Bottle
Darigold 1 % Chocolate Milk	8	1	n/a	1.25	Bottle
Darigold 1% Strawberry Milk	8	1	n/a	1.25	Bottle
Welches Apple Juice	5	1		0.80	100% juice (can)
Welches Orange Juice	5	1		0.80	100% juice (can)
Welches Grape Juice	5	1		0.80	100% juice (can)
V8 Vegetable Juice	5.5	1		0.80	100% juice (can)
Vitamin Water Zero- Revitalize (Green Tea)	20	1		2.00	Enhanced Water
Vitamin Water Zero- XXX (Acai/Blueberry/Pomegranate)	20	1		2.00	Enhanced Water
Vitamin Water Zero- Squeezed (Lemonade)	20	1		2.00	Enhanced Water
Vitamin Water Zero- Rise (Orange)	20	1		2.00	Enhanced Water
Vitamin Water Zero- Mega C (Grape/Raspberry)	20	1		2.00	Enhanced Water
Vitamin Water Zero- Recoup (Peach/Mandarin)	20	1		2.00	Enhanced Water
Vitamin Water Zero- Go-Go (Mixed Berry)	20	1		2.00	Enhanced Water
Powerade Zero Sports Drink- Strawberry	20	1	0	2.00	Vitamin B Enhanced
Powerade Zero Sports Drink- Grape	20	1	0	2.00	Vitamin B Enhanced
Powerade Zero Sports Drink- Mixed Berry	20	1	0	2.00	Vitamin B Enhanced
Powerade Zero Sports Drink- Fruit Punch	20	1	0	2.00	Vitamin B Enhanced
Honest Tea Organic Zero- Passion Fruit Green Tea	16.9	2	0	2.25	Stevia sweetened
Dasani Filtered Water	12	1	0	1.00	
Dasani Filtered Water	20	1	0	1.50	
Smartwater	20	1	0	2.00	Electrolyte Enhanced
Caffeine Free Diet Coke	12	1	0	1.00	Can
Caffeine Free Diet Coke	20	1	0	1.50	Bottle



### C. Experience Vending Healthy Products

Canteen has been at the forefront of the healthy vending revolution, providing a broad range of options to its customers and using its position as the industry leader to push manufacturers to provide a greater spectrum of healthful products. Over ten years ago we introduced our Balanced Choices program which provides wholesome products meeting strict dietary criteria to thousands of vending locations nationwide and hundreds within the Seattle service area.

Recently Canteen launched 2BU- a unique approach to vending offering premium snack and beverage items typically found in stores such as Whole Foods. Many firms and institutions have brought Wellness Directors aboard and the definition of "healthy vending" is in flux. In response to frequent requests from Wellness Directors and nutritionists, 2BU items are selected based on meeting criteria such as: locally sourced, vegan, organic, kosher, and gluten-free. 2BU was developed here in the Pacific Northwest and has experienced explosive growth nationally since its launch in late 2009. We have over fifty 2BU machines in the Seattle market, at colleges and progressive accounts such as [Amazon.com](http://Amazon.com).

The items listed in this response include many from both our Balanced Choices and 2BU product groups, as well as others meeting the Department's unique criteria. While "healthy" items have historically been less popular than their traditional counterparts, this gap is shrinking due to increased nutritional awareness and greater variety of quality healthful products. Canteen will continue its efforts to satisfy the dietary preferences of its diverse customer base.

As part of Canteen's commitment to its customers, we maintain a team whose mission is to identify any product recalls which may affect our customers and aggressively cascade this critical information to the field. We then have protocols in place to ensure all affected product

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is quickly removed from the field. We're proud of this capability and see it as a key differentiator, unequalled by our competition.



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#### D. Warehouse and Repair Facility

Canteen maintains facilities in Everett, Federal Way and Fife, serving the greater Seattle-Tacoma region. Seattle Parks will be serviced by our Everett team, based in a 16,000 square foot building near Paine Field.

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Our Everett facility is USDA licensed and inspected, providing substantial ambient, refrigerated and frozen warehouse space. We have a four-member warehouse team who ensure proper product handling and stock rotation.

Our Everett customer service team includes 30 route drivers supervised by four managers whose territories are geographically assigned. Other groups include a team of four dedicated equipment service technicians and an accounting team of five led by a District Accounting

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Manager. A General Manager leads the branch team. In addition to product storage and office areas, we have over five thousand square feet dedicated to equipment preparation, repair and storage.

Please note that this section of the RFP must be returned as the basis for your Proposal.

E. When are service and repair personnel available?

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Use additional pages immediately after this page if additional space is required,

### E. Service And Repair Personnel Availability

Customers calling our service 800 number reach our dispatchers who are trained to capture all relevant information in our call tracking system, One Ticket. Calls are dispatched to technicians based on geographic assignments. One Ticket serves as a database for maintaining service history by machine and location. Technicians are required to provide ticket resolution updates so that each individual case can be referred to should a need arise. Service is

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available 24/7/365. While we request that non-emergency service occur during business hours, we're always available to ensure our customers are well taken care of.

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Please note that this section of the RFP must be returned as the basis for your Proposal.

F. What vending machines, parts and spares can you have access locally?



#### F. Machines, parts and spares

Our technicians are manufacturer-trained and assigned vans fully stocked with commonly used parts. Our Everett shop maintains a parts inventory valued at over one hundred thousand dollars- second to none in our market.

Beyond that, we have unlimited have access to any needed parts though our internal service network, equipment manufacturers, and 3<sup>rd</sup> party aftermarket vendors. We stock more parts locally than any of our competitors and maintain Our Everett facility houses well over a hundred vending machines of all types, providing us the flexibility to make equipment lineup changes as needed in the field. Additionally, our sister offices in Washington State and Oregon are a call away in the odd chance we have trouble locating a part or machine.

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Please note that this section of the RFP must be returned as the basis for your Proposal.

G. How will you handle refunds? Please be advised that no DPR or City staff will handle any aspect of your refund procedure.



## G. Refund Handling

Every machine will have a sticker indicating our 800 number, 1-800-527-0108. Customers are asked to provide name, address, amount lost, and machine location. Our office staff processes refund requests daily. Refund checks are mailed to the address provided. It's our belief that timely handling of refunds is an essential element of customer service.

*DO NOT INCLUDE MATERIALS THAT HAVE NO BEARING ON YOUR RESPONSE TO THIS RFP. IF PICTURES, BROCHURES, FLYERS, ETC. ARE ENCLOSED, THEN PLEASE BE CERTAIN THAT THE DIRECT CONNECTION BETWEEN THESE ENCLOSURES AND TO THE PROPOSED SERVICES FOR THE DEPARTMENT IS CLEARLY EXPLAINED.*

Please note that this section of the RFP must be returned as the basis for your Proposal.

### 6. VENDING SERVICES FINANCIAL PROPOSAL

Canteen Vending ("Proposer"), organized under the laws of the State of Delaware, hereby submits to the City of Seattle ("City") this Financial Proposal in response to the Request For Proposals ("RFP") for Vending Services, as issued by the City. The Proposer warrants and certifies that it has read and understands the following RFP documents, including all the RFP process and instructions, the Contract provisions and all exhibits.

The Proposer further warrants and certifies that it has read and understands the Concession Contract for the proposed services and the scope of Concessionaire obligations specified therein. The Proposer understands that all capitalized terms used but not defined herein have the meaning provided in the Contract(s).

NOW, THEREFORE, based upon the foregoing, the Proposer offers:

- A. To obtain (unless already a licensed Washington State business) a Certificate of Authority to Transact Business from the Washington Secretary of State's Office prior to signing the Contract;
- B. To provide the specified concession services in accordance with our service Proposal, this Financial Proposal form, the Contract and all other RFP requirements; and
- C. To sign the Contract and fulfill the Concessionaire obligations specified therein, including but not limited to, the monthly Concession Fee(s) payable to the City.

D. To pay the following Concession Fee(s) to the City for Vending Services:  
The undersigned hereby designates John Connolly as the contact person to whom Notices of Selection and Award may be mailed, facsimiled or delivered.  
Enclosed is cash, a certified check, cashier's check or Proposal Bond in the amount of Twenty Thousand Dollars (\$20,000.00) total. Checks shall be payable to the City of Seattle.  
Receipt of Addenda Nos. 1 through \_\_\_\_\_ to the RFP package is acknowledged.

Our/my financial offer to the City is:  
Percent of vending sales 27% / 22% (write in the percentage. Example 23.5 %) and write out the percentage Twenty Seven percent - BEV (Example twenty three and one half percent).

Our/my proposed signing bonus or annual payment to the City is: Twenty Two percent - SNACK  
\$15,000 (fifteen thousand dollars) signing bonus plus  
a \$35,000 (thirty five thousand dollars) advance on  
commissions payable upon signing

Other possible in-kind services, investments or other contributions to DPR as part if your Proposal:  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Signed this \_\_\_\_\_ day of \_\_\_\_\_, 2011.  
PROPOSER: \_\_\_\_\_

AUTHORIZED SIGNATURE \_\_\_\_\_

TITLE: \_\_\_\_\_

ADDRESS: \_\_\_\_\_

TELEPHONE: \_\_\_\_\_

FAX: \_\_\_\_\_

If the Proposer is a Partnership or Joint Venture, indicate such status below:  
\_\_\_\_\_  
\_\_\_\_\_

END OF QUESTIONNAIRE

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## **Canteen Vending CLIENT REFERENCES**

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Shoreline School District

Darryl Reed, Purchasing

(206)393-4208

[darryl.reed@shorelineschools.org](mailto:darryl.reed@shorelineschools.org)

Julie Norman, Director, Nutrition & Food Services  
425-640-4323

[jnorman@stevenshospital.org](mailto:jnorman@stevenshospital.org)

Swedish Medical Center

Candace Johnson, Director Nutrition Services

206-386-2158

[candi.iohnson@swedish.org](mailto:candi.iohnson@swedish.org)

### **Bellevue Parks**

Dan Lassiter, Community Services Supervisor  
425-452-7686

[dlassiter@bellevuewa.gov](mailto:dlassiter@bellevuewa.gov)

### **Everett Parks**

Jeff Price, Business Manager

(425)257-7314

[jrpicePci.everett.wa.us](mailto:jrpicePci.everett.wa.us)

### **Seattle Housing Authority**

Lorraine Crummer, Housing Operations

(206)615-3515

[LcrummerPseattlehousing.org](mailto:LcrummerPseattlehousing.org)

**Canteen Vending**  
**CREDIT REFERENCES**

**BANK REFERENCES**

DUNS NUMBER  
61-170-1327

Bank of America Credit Inquiry Services  
SC3-250-02-43  
P.O. Box 100289  
Columbia, South Carolina 29202-3289

Credit Inquiry Phone # 803-765-4882  
Credit Inquiry Fax # 803-765-4851

Courier Packages Mailing Address:  
Bank of America Credit Inquiry Services  
SC3-250-02-43  
121 Moore Hopkins Lane  
Columbia, South Carolina 29210

**MAJOR SUPPLIERS**

Dan Iverson  
DPR Vending Contract 2011 ORD EXH C to ATT 1  
July 28, 2011  
Version #1

Pepsi Cola Company  
1100 Reynolds Boulevard Winston-Salem, NC 27105 Refer to Customer #  
2720773 Phone #1-800-789-2626  
FAX #336/896-6312  
ATTN: Suzanne Weber  
**(for Canteen Operations Only)**

Automatic Products, Inc.  
75 West Plato Boulevard

St. Paul, MN 55107 Laurie Drexler  
Phone #1-800-523-8363 or Phone #651/224-4391  
Fax #651/244-3609

Frito-Lay, Inc.  
Post Office Box 660059 Dallas, TX 75266-0059 ATTN: Tyler Reeves  
Phone #1-800-776-2257 x4996 Fax #972/376-6314

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July 28, 2011  
Version #1

Vistar VSA  
12650 East Arapahoe Road Building D  
Centennial, CO 80112 Cheryl Swinehart  
Phone #303/662-7132 FAX #303/662-7545  
Reference Canteen Corp #53

Coca-Cola North America One Coca-Cola Plaza  
USA 1624A  
Atlanta, GA 30301  
Michelle Brown  
Phone #404/526-3835 Reference Account #90476